



Tate

Design ♦ Fabrication ♦ Erection

METALWORKS, INC.

Despite the challenging economic conditions currently facing the construction industry, a small South Carolina Company's business model has allowed it to prosper. Tate Metalworks, Inc., based in Roebuck, SC has followed the same business philosophy since its founding in 1972... to develop the technical skills, fabrication and construction systems, and human resources, to serve the needs of their customers across many industries. Underlying that strategy is their core value: Keeping every promise made to their Customers.

David Tate, P.E. founded his Company after a successful engineering career with Lockwood Greene (CH2M Hill) in Spartanburg, SC. In the early years of the Company, Tate Metalworks Inc. offered design and fabrication services for small tanks and vessels. Tate became an ASME Shop (Section VIII, Div. 1) shop in 1974. At that time, Tate's customers were primarily to be found in the Textile Industry.

Recognizing the up and down cycles to be found in any specific industry, Tate adopted a plan to broaden his reach into other industries...thus flattening out the peaks and valleys, and building the volume and scope needed to grow his Company.

By the early 80s, Tate's Customers began to ask for fabrication of tanks and vessels of scale too large for over the road shipment. In response, Tate formed a construction arm for the field-erection of tanks and pressure vessels.

Soon, Tate's field crews were erecting API storage tanks, as well as large pressure vessels, columns, and reactors.

During this same phase of Tate's history, their volume began to shift from being entirely Owner-direct...now Tate was also providing plate fabrication and erection services to Contractors: General, Specialty, and those offering full EPC capabilities. Tate entered the export field, serving domestic Customers with fabrication projects abroad.

As Tate moved into the Chemical and Pulp & Paper industries, the Company developed expertise in a broader range of metallurgies.

Today, Tate has the manufacturing equipment, skills, and welding procedures for Austenitic Stainless; Duplex Stainless, Clad Plate, Aluminum, Hastelloy, and other High Alloys.

And, as his Customer base grew, so did the breadth of things those customers wanted to buy. Tate was soon building Silos, Stacks, Bins and Hoppers, and Heavy Plate Ductwork.

Technology Providers also became part of Tate's customer base. These Companies were selling their technologies to a variety of industries, including Paper, Power, and Water Treatment. They looked to Tate for design and detailing services, as well as the fabrication of components for their equipment and systems.

As the general economy experienced booms and busts, and different industries waxed and waned, Tate's versatility and Customer diversity helped the company weather the volatile nature of industrial capital investment.

Another type of investment was underway... continued reinvestment in the Company.

In 1998 Tate Metalworks, Inc. relocated to a forty acre green field site, where a plant and office had been constructed specifically for the demands of heavy plate fabrication.

The Company added the design and fabrication equipment needed to meet the requirements and expectations of Customers. Tate integrated CAD, and CNC burning equipment...as well as specialized fabrication systems for large pressure vessels. Company-owned transportation equipment provides an extra degree of flexibility in meeting the delivery requirements for Customers' schedules.

Recently, Tate moved their entire design and drafting platform to Solidworks™, an object-based three-dimensional system. This move, matched with material management systems and specialized marking and identification systems, is focused on elimination of errors in shop and field work. Whether Tate was also erecting the fabricated components...or the erection was being done by another contractor, the result has been consistently high quality, and successful project outcomes.

No part of Tate's business has been more thoroughly addressed than safety...for the employees in the fabrication shop, as well as those doing work in the field, and in the office. The attention to the issue of safety by all Company members has produced an outstanding safety record.

Because of the Company's dedication to quality, safety, and to continuous training and improvement of human resources,

Tate has been able to maintain a dedicated and professional engineering and project management team...and a force of highly skilled welders in the shop and field. Current staff includes graduate engineers, Professional Engineers, and Certified Welding Inspectors.

Today; Tate Metalworks, Inc. continues to operate as a veteran-owned open-shop small business enterprise. The breadth of the company's Customer base, and the skills and systems that have been developed to manage complex projects continue to evolve.

This diversity and flexibility, and Tate's dedication to improvement, sustains the success of the Company. Customers, new and old, continue to recognize Tate Metalworks, Inc. as a valuable and preferred supplier for heavy plate fabrication and erection services.



To Learn More: www.tatemetalworks.com